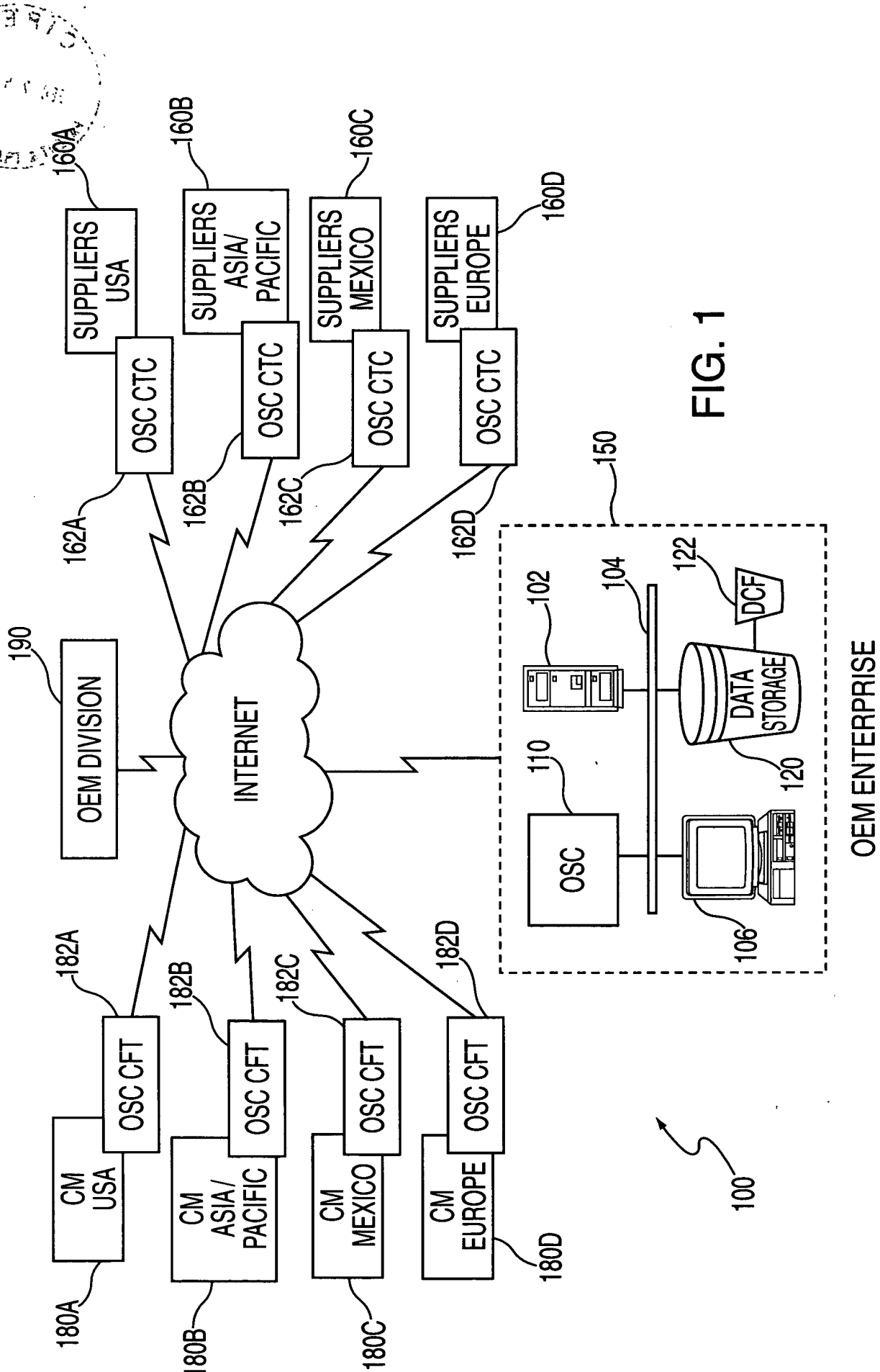

SUPPLIERS USA
160A
SUPPLIERS ASIA/ PACIFIC
160B
SUPPLIERS MEXICO
160C
SUPPLIERS EUROPE
160D
OSC CTC
162A
OSC CTC
162B
OSC CTC
162C
OSC CTC
162D
190
OEM DIVISION
INTERNET
150
102
104
122
DCF
DATA STORAGE
120
110
OSC
106
OEM ENTERPRISE
100
182A
OSC CFT
182B
OSC CFT
182C
OSC CFT
182D
OSC CFT
CM USA
CM ASIA/ PACIFIC
CM MEXICO
CM EUROPE
180A
180B
180C
180D

FIG. 1

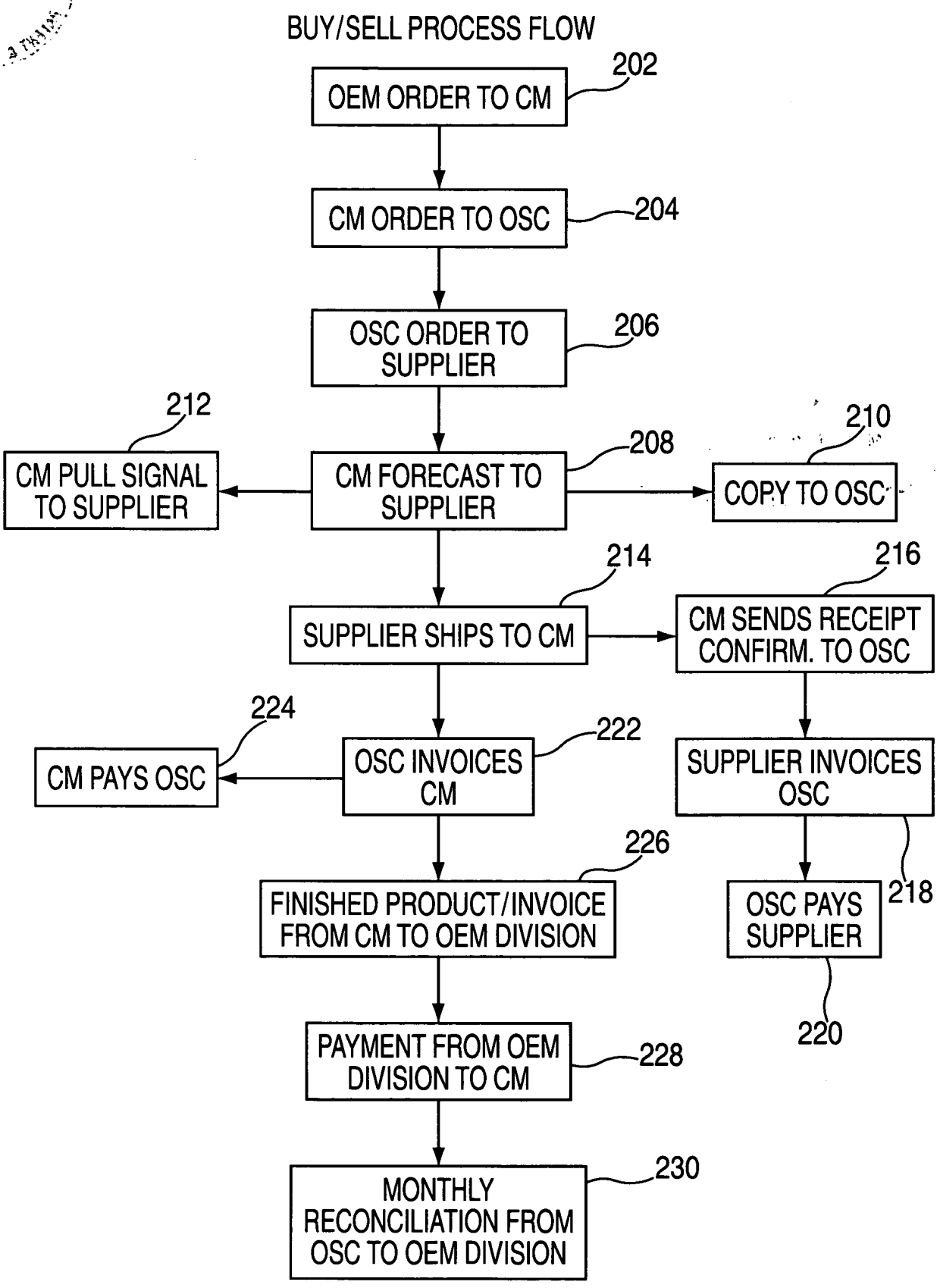

BUY/SELL PROCESS FLOW
OEM ORDER TO CM
202
CM ORDER TO OSC
204
OSC ORDER TO SUPPLIER
206
212
CM PULL SIGNAL TO SUPPLIER
208
CM FORECAST TO SUPPLIER
210
COPY TO OSC
214
SUPPLIER SHIPS TO CM
216
CM SENDS RECEIPT CONFIRM. TO OSC
224
CM PAYS OSC
222
OSC INVOICES CM
SUPPLIER INVOICES OSC
226
FINISHED PRODUCT/INVOICE FROM CM TO OEM DIVISION
OSC PAYS SUPPLIER
218
220
PAYMENT FROM OEM DIVISION TO CM
228
230
MONTHLY RECONCILIATION FROM OSC TO OEM DIVISION

FIG. 2

EXCEPTION APPROVAL FORM

300

REQUEST DATE:		PROGRAM NAME:		BOM ASSEMBLY #:	
DIVISION:		PROG. VOLUMES:		COMMODITY:	

OEM P/NS:					
USAGE/CARD:					
OEM CONTRACT $:					
CM PRICE:					
SAVINGS/CARD:					
COMPONENT SUPPLIER:					

INDICATE THE EXCEPTION LOGISTIC IN THE SPACE PROVIDED FOR THE COMMODITY INVOLVED.

COMMODITY	PREFERRED LOGISTIC	EXCEPTION LOGISTIC
SRAM (HIGH SPEED)	BUY/SELL	
SRAM (LOW SPEED)	DIRECTED SOURCING	
NON-VOL EEPROM	CM DIRECT BUY	
LINEARS	DIRECTED SOURCING OR CM DIRECT BUY	
MCU'S/OTHER MICROS	DIRECTED SOURCING	
ASICS	DIRECTED SOURCING	
PLD'S	DIRECTED SOURCING	
TIMING SOLUTIONS	DIRECTED SOURCING	
VTL	DIRECT BUY	
MICROPROCESSOR CPU'S	BUY/SELL	
CORE LOGIC	BUY/SELL	
FIBER OPTICS	BUY/SELL	
ACTIVES	CM DIRECT BUY	
CRYSTALS	CM DIRECT BUY	
MAGNETICS	CM DIRECT BUY	
TANTALUM CAPS	CM DIRECT BUY	
ALUMINUM CAPS	CM DIRECT BUY	
CERAMIC CAPS	CM DIRECT BUY	
SP & NEO CAPS	CM DIRECT BUY	
RESISTORS	CM DIRECT BUY	
DISCRETE OPTICS	CM DIRECT BUY	

MARK OFF THE CM AWARDED BELOW AND LIST THE SPECIFIC CM LOCATION.

INDICATE (X)	CM AWARDED	CM LOCATION
	ABC CO.	
	AXLE, INC.	
	AZ CORP.	
	AZZ ELECTRONICS	
	B-I CO.	
	COBRA CO.	
	ECHO, INC.	
	KT, INC.	
	KXT, CORP.	
	L PRODUCTS, INC.	
	•	
	•	
	•	
	EXCEPTION (CM NOT LISTED ABOVE)	

EXCEPTION BUSINESS CASE:

ACTION:

APPROVAL SIGNATURE

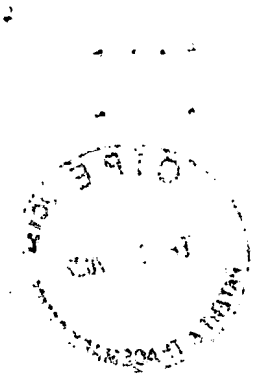
DATE

FIG. 3

EXCEPTION FLOW GUIDELINES

PREFERRED SOURCING LOGISTIC	EXISTING CM		NEW CM (PROJ. SAVINGS/YR)
	EXISTING SUPPLIER (PROJ. SAVINGS/YR)	NEW SUPPLIER (PROJ. SAVINGS/YR)	
CM DIRECT BUY W/ OEM BENCHMARK	N/A	N/A	N/A
OEM DIRECTED SOURCING	N/A	NO LIMIT BY P/N TOTAL SAVINGS W/ SUPPLIER > $50K	NO LIMIT BY P/N TOTAL SAVINGS W/ CM > $100K
OEM BUY/SELL	$10K PER P/N	$10K PER P/N TOTAL SAVINGS W/ SUPPLIER > $100K	$10K PER P/N TOTAL SAVINGS W/ CM > $250K

FIG. 4



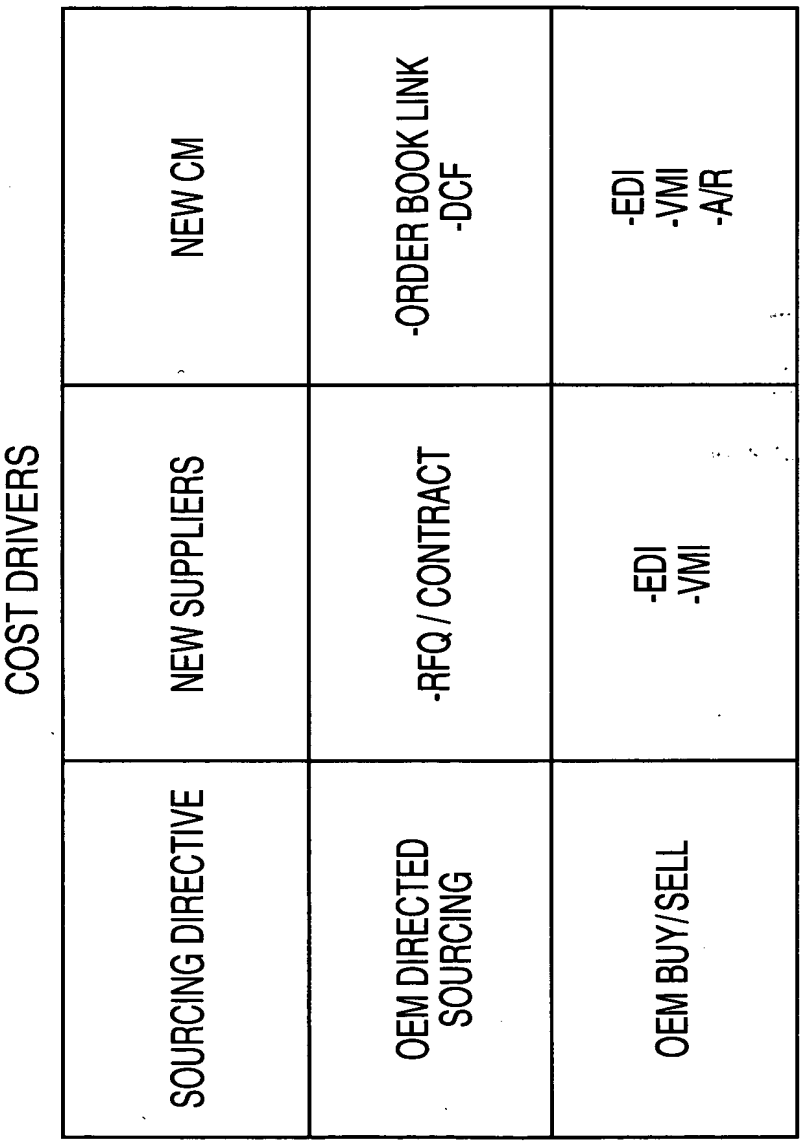

COST DRIVERS
SOURCING DIRECTIVE
NEW SUPPLIERS
NEW CM
OEM DIRECTED SOURCING
-RFQ / CONTRACT
-ORDER BOOK LINK
-DCF
OEM BUY/SELL
-EDI
-VMI
-EDI
-VMI
-A/R

FIG. 5